

Message Text

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PAGE 01 STATE 229687
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 R

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R 232106Z SEP 77
FM SECSTATE WASHDC
TO AMEMBASSY BONN

UNCLAS STATE 229687

BONN PASS COLOGNE FOR T. PATRICK KILLOUGH

E.O. 11652:N/A

TAGS: BBAK:GW

SUBJECT: USA HANDEL, NEW PRODUCT COMPANIES

REF: (REF A) 0634, (REF B) 0937

1. REF A RE PEARSALL CHEMICAL CORP, TEXAS WAS FORWARDED TO
COMMERCE DISTRICT OFFICE FOR IMMEDIATE FOLLOW-UP.

2. REF B DID NOT IDENTIFY GERMAN INQUIRERS THAT HAS NOT
RECEIVED REPLIES FROM K ENTERPRISES, CALIFORNIA AND
BEARINGLESS FLOWMETER CO., MASSAC;USETTS. CONSEQUENTLY,
U.S. COMPANIES UNABLE TO REVIEW FILES TO DETERMINE IF AN
INQUIRY WAS RECEIVED OR REPLY ,REVIOUSLY SENT. REGARDING
POST'S QUESTION, LAST FIRM (ABOVE) DID NOT APPEAR IN
CNFS.

3. CNFS AGREES WHOLEHEARTEDLY WITH POST THAT U.S.
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COMPANIES WHICH DO NOT RESPOND TO FOREIGN INQUIRIES LOWER
THE CREDIBILITY OF ALL COM;ERCIAL NEWSLETTERS AND EVERY
EFFORT SHOULD BE MADE BY BOTH COMMERCE AND STATE TO
ELIMINATE THESE OC
URENCES.

4. TO HELP ACHIEVE THIS OBJECTIVE, WE NO LONGER PUBLISH

INFORMATION IN THE "NEW PRODUCTS USA" SECTION OF CNFS UNLESS THE COMPANY HAS COMPLETED AND SUBMITTED FOR EVALUATION A STANDARD NEW PRODUCT INFORMATION SERVICE APPLICATION FORM (DIB 4063P). THIS PROCEDURE ACCOMPLISHES TWO PURPOSES. THE APPLICATION (1) ENABLES US TO CAREFULLY SCREEN THE INFORMATION AND REJECT THOSE ITEMS THAT DO NOT MEET ESTABLISHED NPIS CRITERIA (I. E. PRODUCT ON THE U.S. MARKET LONGER THAN 2-YEARS; EXPORTED TO MORE THAN 3-COUNTRIES ETC.) AND (2) REQUIRES THAT THE U.S. COMPANY AGREE (IN WRITING) TO ANSWER ALL OVERSEAS INQUIRIES CODED WITH "DEPT CN" WHICH IS AS YOU KNOW THE WORLDWIDE CODE USED FOR COMMERCIAL NEWSLETTER MATERIAL. A STANDARD NPIS APPLICATION FORM WITH PROGRAM CRITERIA IS BEING FORWARDED UNDER SEPARATE COVER FOR GENERAL INFORMATION PURPOSES. POSTS ARE HELPING TO MAINTAIN THESE SAFEGUARDS BY RECOMMENDING CNFS TO U.S. COMPANIES THAT SEND UNSCREENED PRODUCT INFORMATION DIRECTLY TO POSTS FOR PUBLICATION.

5. PLEASE CABLE NAME, ADDRESS, ETC. OF GERMAN INQUIRER AND WE WILL IMMEDIATELY FOLLOW-UP WITH U.S. COMPANIES THROUGH COMMERCE DISTRICT OFFICES. PLEASE BE ASSURED THAT CNFS STAFF WILL DO EVERYTHING POSSIBLE TO ASSIST POST ON NEWSLETTER MATTERS. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 23-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770348-0713
Format: TEL
From: STATE
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770927/aaaaawjy.tel
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Original Classification: UNCLASSIFIED
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Retention: 0
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 1148990
Secure: OPEN
Status: NATIVE
Subject: USA HANDEL, NEW PRODUCT COMPANIES
TAGS: BBAK, GE
To: BONN
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/25e1cc3e-c288-dd11-92da-001cc4696bcc
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